

**PURCHASERS' QUESTIONNAIRE**  
**INTERNAL COMBUSTION INDUSTRIAL FORKLIFT TRUCKS FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than September 9, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review concerning internal combustion industrial forklift trucks from Japan (inv. No. 731-TA-377 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Gerry Benedick (202-205-3244).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased internal combustion industrial (ICI) forklift trucks (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1999?

☐

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ICI forklift trucks from Japan into the United States or which are engaged in exporting ICI forklift trucks from Japan to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ICI forklift trucks?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. In Part III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ICI forklift trucks?

☐ No ☐ Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_

\_\_\_\_\_

- I-7. When your firm purchases/leases U.S.-produced ICI forklift trucks, does it know whether the frames are produced in the United States or imported from foreign frame producers?

☐ No ☐ Yes--Please indicate below if it is important for your firm to know where the frames were produced and if so explain why.

\_\_\_\_\_

\_\_\_\_\_

Unless otherwise instructed, please answer all questions in the rest of the questionnaire based on your firm's total purchases of ICI forklift trucks during January 1999-June 2005. If your responses differ by purchases from different types of U.S. suppliers (U.S. producers, importers, related or unrelated dealers, or related or unrelated distributors), types/sizes of ICI forklift trucks that you purchase, or the country of origin of frames, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.** *Unless otherwise specified, purchases refer both to where your firm takes actual ownership and where your firm leases the ICI forklift trucks.*

**PART II.--PURCHASES**

II-1. Report, as indicated below, shipment data for your firm's purchases of U.S.-produced ICI forklift trucks DIRECTLY from the U.S. producers and/or their related (by ownership) distributors and/or dealers, purchases of foreign-produced ICI forklift trucks DIRECTLY from U.S. importers and/or their related (by ownership) distributors and/or dealers, and purchases of ICI forklift trucks from all other U.S. suppliers (e.g., dealers and/or distributors not related (by ownership) to the U.S. producers and importers). End users that DIRECTLY IMPORT ICI forklift trucks for their own use, should report those imports in the Commission's importer questionnaire and NOT here in this purchaser questionnaire. Report shipment data based on dates of deliveries for ICI forklift trucks received by your firm, not order dates, and report delivered values to your firm's U.S. receiving locations. Report separately purchases from the U.S. producers/importers and purchases from all other U.S. suppliers (check the appropriate box and copy this table as needed).

*Please report separately, if possible, for your firm's purchases of U.S. produced ICI forklift trucks with U.S.-produced frames and with imported frames, as shown in the table. If your firm is unsure of/does not know the country of origin of the frames for its purchased U.S.-produced ICI forklift trucks, then report for the third category of U.S.-produced products, as shown in the table.*

(1) Direct purchases from U.S. producers and/or importers and/or their related distributors/dealers ☐

(2) Purchases from all other U.S. suppliers (e.g., distributors/dealers unrelated to the U.S. producers or importers) ☐

(Quantity in number of ICI forklift trucks, value in \$1,000)								
Item	1999	2000	2001	2002	2003	2004	January-June	
							2004	2005
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES WITH U.S.-PRODUCED FRAMES:</b>								
Quantity								
Value								
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES WITH IMPORTED FRAMES:</b>								
Quantity								
Value								
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES AND UNSURE WHERE THE FRAMES WERE PRODUCED:</b>								
Quantity								
Value								
<b>PURCHASES OF PRODUCT PRODUCED IN JAPAN:</b>								
Quantity								
Value								
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>								
Quantity								
Value								
<sup>1</sup> Please identify these countries:								

**PART II.--PURCHASES--Continued**

- II-2. If the relative levels of your firm's purchases of ICI forklift trucks from different sources (both domestic and foreign) have changed since 1999, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

- II-3. (a) Did your firm purchase ICI forklift trucks from Japan before 1999?
- ☐ No--Skip to (c) ☐ Yes
- (b) If yes, has your pattern of purchasing ICI forklift trucks from Japan changed since 1999?
- ☐ No, our pattern of purchasing is essentially unchanged.
- ☐ Yes, we discontinued purchases from Japan because of the order.
- ☐ Yes, we reduced purchases from Japan because of the order.
- ☐ Yes, but we changed the pattern of purchases from Japan for reasons other than the order (please explain below).
- \_\_\_\_\_
- \_\_\_\_\_
- (c) Has your pattern of purchasing ICI forklift trucks from nonsubject foreign sources changed since 1999 (please check all that apply).
- ☐ We did not purchase from nonsubject foreign sources before or after the order.
- ☐ No, our pattern of purchasing is essentially unchanged.
- ☐ Yes, we increased purchases from nonsubject countries because of the order.
- ☐ Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).
- \_\_\_\_\_
- \_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Which of the following best describes your firm as a purchaser of ICI forklift trucks (check all that apply, noting the specific end uses if known)?

☐ **END USER** (\_\_\_\_\_)

☐ **DEALER--related** (by ownership) to your U.S. producer\_\_\_\_, importer\_\_\_\_, and/or distributor\_\_\_\_ supplier(s) (check as appropriate) of ICI forklift trucks from (country(ies) of origin \_\_\_\_\_)  
(\_\_\_\_\_)

☐ **DEALER--unrelated** (by ownership) to your U.S. producer\_\_\_\_, importer\_\_\_\_, and/or distributor\_\_\_\_ supplier(s) (check as appropriate) of ICI forklift trucks from (country(ies) of origin \_\_\_\_\_)  
(\_\_\_\_\_)

☐ **DISTRIBUTOR--related** (by ownership) to your U.S. supplier(s) of ICI forklift trucks from (country(ies) of origin \_\_\_\_\_)  
(\_\_\_\_\_)

☐ **DISTRIBUTOR--unrelated** (by ownership) to your U.S. supplier(s) of ICI forklift trucks from (country(ies) of origin \_\_\_\_\_)  
(\_\_\_\_\_)

☐ **OTHER** (specify\_\_\_\_\_) (\_\_\_\_\_)

III-2. If your firm is a distributor, dealer, or other type of reseller of ICI forklift trucks, what are the major types of consumers to which you sell ICI forklift trucks?

\_\_\_\_\_  
\_\_\_\_\_

III-3. If your firm is a distributor, dealer, or other type of reseller of ICI forklift trucks, do you compete for sales to your customers with those manufacturers, importers, and or distributors unrelated (by ownership)\_\_\_\_ and/or related (by ownership)\_\_\_\_ to your firm (check as appropriate) from which you purchase ICI forklift trucks?

\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-4. (a) If your firm is an end user of ICI forklift trucks, has the demand for your firm's final products for which you use your ICI forklift trucks changed since 1999?

☐ Increased                      ☐ Unchanged                      ☐ Decreased

- (b) Has this had any effect on your firm's demand for ICI forklift trucks?

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- III-5. Have there been any changes in the end uses of ICI forklift trucks since 1999?

☐ No                      ☐ Yes--Discuss the changes, noting the time period in which they occurred.

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- III-6. Do you anticipate any changes in terms of the end uses of ICI forklift trucks in the future?

☐ No                      ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-7. a) Please list in order of importance any products that may be substituted for ICI forklift trucks. If none, please indicate. (*Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/industrial users may require greater price changes than others before they switch among the alternative products.*)

\_\_\_ None (skip to question III-8)

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

- b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-7 c) Have changes in the prices of these products affected the price for ICI forklift trucks since 1999?

☐ No

☐ Yes--Please explain how changes in the relative prices of the above substitutes affect the price or quantity of ICI forklift trucks or vice-a-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by type of ICI forklift truck or end use.

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III-8. Have there been any changes in the number or types of products that can be substituted for ICI forklift trucks since 1999?

☐ No

☐ Yes--Please explain.

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III-9. Do you anticipate any changes in terms of the substitutability of other products for ICI forklift trucks in the future?

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-10. a) How has demand within the United States for ICI forklift trucks changed since 1999?

☐ Increased

☐ Unchanged

☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-10. b) How has demand outside the United States, if known, for ICI forklift trucks changed since 1999?

☐ Increased                      ☐ Unchanged                      ☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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III-11. Do you anticipate any future changes in ICI forklift trucks demand in the United States and, if known, the rest of the world?

☐ No                      ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss ICI forklift trucks demand and/or factors affecting ICI forklift truck demand in the (1) United States, (2) each of the major producing/consuming countries, including Japan, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced ICI forklift trucks in the U.S. market since 1999?

☐ No                      ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of ICI forklift trucks (please check ALL that apply)?

☐ No

☐ Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of ICI forklift trucks.

☐ Yes--Purchases of domestic product are not required by law or regulation, but are by your firm or its customers customers. This involves \_\_\_\_ percent of all your firm's purchases of ICI forklift trucks.

☐ Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all your firm's purchases of ICI forklift trucks.

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III-15. (a) Is the ICI forklift trucks market subject to business cycles, product cycles, or conditions of competition distinctive to ICI forklift trucks?

☐ No

☐ Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for ICI forklift trucks since 1999 affected the business cycles or conditions of competition distinctive to ICI forklift trucks?

☐ No

☐ Yes--Please explain any such changes.

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III-16. If you sell/lease ICI forklift trucks, who are your major competitors in the U.S. market for these products?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving ICI forklift trucks based on the producer of the ICI forklift trucks you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

\_\_\_\_\_

Your customers: \_\_\_\_\_

\_\_\_\_\_

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving ICI forklift trucks based on the country of origin of the ICI forklift trucks you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_

\_\_\_\_\_

Your customers: \_\_\_\_\_

\_\_\_\_\_

III-19. (a) How frequently do you make purchases?

☐ Daily ☐ Weekly ☐ Monthly ☐ Quarterly ☐ Annually

☐ Other (specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

☐ No ☐ Yes--How and why do you expect these changes to occur?

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-20. How many suppliers do you generally contact before making a purchase?

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III-21. (a) Do purchases of ICI forklift trucks usually involve negotiations between supplier and purchaser or does the supplier typically set the terms (price, payment methods, etc.)?

☐ Supplier sets price      ☐ Negotiate--Please describe these negotiations and identify the type of supplier (e.g. producer, distributor, or dealer).

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b) Discuss how (1) the length of the purchase contract/agreement and (2) the volume of purchases affect the purchase price.

(1) \_\_\_\_\_

(2) \_\_\_\_\_

c) Does your firm mention competing prices to your supplier(s) when negotiating a price?  
No \_\_\_\_ Yes \_\_\_\_ (Check one)

(d) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

☐ No      ☐ Yes--Specify the time period.

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III-22. Have you changed suppliers since 1999?

☐ No      ☐ Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the U.S. market since 1999?

☐ No                      ☐ Yes--Please identify the firms and indicate how you become aware of them.

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(b) Do you expect new ICI forklift trucks suppliers to enter the market in the future?

☐ No                      ☐ Yes--Please provide details, noting the specific future time period in your response.

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III-24. Do you require your suppliers to become certified or prequalified with respect to the quality, size, lifting capacity, mast reach, weight, or other performance characteristic of the ICI forklift trucks they sell to your firm?

☐ No                      ☐ Yes-- \_\_\_\_ percent of purchases in 2004                      ☐ Yes--all purchases

Please provide a general description of the certification or qualification process and the time and cost required for such approval.

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III-25. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

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III-26. Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their ICI forklift trucks with your firm or have any producers lost their approved status?

☐ No                      ☐ Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for ICI forklift trucks.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-27. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase ICI forklift trucks for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-28. What characteristics does your firm consider when determining the quality of ICI forklift trucks?

\_\_\_\_\_  
\_\_\_\_\_

III-29. How often does your firm purchase the ICI forklift trucks that are offered at the lowest price?

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Never

If not "always", what other factors were also important in your firm's purchasing decisions for ICI forklift trucks?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-30. Please list the names of any firms you considered price leaders in the U.S. ICI forklift trucks market since 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-31. Please describe how the above firm(s) exhibited price leadership.

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III-32. How frequently does the price of the ICI forklift trucks you are purchasing change?

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III-33. Does your firm purchase ICI forklift trucks over the internet?

☐ No      ☐ Yes--Please describe, noting the estimated percentage of your firm's total purchases of ICI forklift trucks in 2004 accounted for by internet purchases.

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III-34. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. ICI forklift trucks industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. ICI forklift trucks industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of ICI forklift trucks from Japan? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

(2) Entire U.S. market: \_\_\_\_\_

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

*Answer the following two questions ONLY if your firm is a dealer that sells ICI forklift trucks to U.S. end users; if not a dealer, skip to Part IV.*

- III-36. a) Please identify and describe your various lease programs offered by your firm to its U.S. end user customers for your firm's purchased U.S.-produced ICI forklift trucks.

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- b) Please estimate the share of your firm's 2004 shipments of its purchased U.S.-produced ICI forklift trucks to its U.S. end user customers that were outright sales and those that were leases; report separately for each type of lease program identified above.

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- c) Is the price structure for each type of lease and for outright sales of your firm's purchased U.S.-produced ICI forklift trucks different from each other, or do the prices of the ICI forklift trucks remain unchanged by type of lease and by lease versus sale?

No ☐      Yes ☐ If yes, please explain below differences in the price structure.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-37. a) Please identify and describe your various lease programs offered by your firm to its U.S. end user customers for its purchased ICI forklift trucks that were produced in Japan.

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b) Please estimate the share of your firm's 2004 shipments of its purchased ICI forklift trucks produced in Japan to its U.S. end user customers that were outright sales and those that were leases; report separately for each type of lease program identified above.

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c) Is the price structure for each type of lease and for outright sales of your firm's purchased ICI forklift trucks produced in Japan different from each other, or do the prices of the ICI forklift trucks remain unchanged by type of lease and by lease versus sale?

No ☐      Yes ☐ If yes, please explain below differences in the price structure.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin for ICI forklift trucks for which your firm has actual marketing/pricing knowledge.

- ☐ United States
- ☐ Japan
- ☐ Other countries (Please specify \_\_\_\_\_)

IV-2. Are ICI forklift trucks produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Japan	Other country 1	Other country 2	Other country 3
United States					
Japan					
Other country 1					
Other country 2					

<sup>1</sup> For any country-pair producing ICI forklift trucks which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:


Identify: Other country 1--

Other Country 2--

Other country 3--

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order ICI forklift trucks from one country in particular over other possible sources of supply?

☐ No

☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why ICI forklift trucks from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain types/sizes or other characteristics of ICI forklift trucks available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No

☐ Yes--Please identify the source and the type/size.

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IV-5. If you purchased ICI forklift trucks from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country of origin of the ICI forklift truck, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how ICI forklift trucks produced in each country you identified in your response to the first question in Part IV compares with ICI forklift trucks produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	<b>compared to</b>	_____
(specify country)		(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>
		<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):		
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

- IV-7. (a) How often do domestically produced ICI forklift trucks meet minimum quality specifications for your uses or your customers' uses?

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

- (b) How often do imported ICI forklift trucks from Japan meet minimum quality specifications for your uses or your customers' uses?

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

- (c) How often do imported ICI forklift trucks from nonsubject countries meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

- IV-8. (a) Since 1999, has there been a change in the price of ICI forklift trucks? If so, has the price of U.S.-produced ICI forklift trucks changed more or less than the price of imported ICI forklift trucks from Japan?

☐ No change in price

☐ Prices have changed by the same amount

☐ Price of U.S.-produced ICI forklift trucks has changed relative to the price of ICI forklift trucks from Japan

- (b) If the price of U.S.-produced ICI forklift trucks has changed relative to the price of ICI forklift trucks from Japan, the price of U.S.-produced ICI forklift trucks is now relatively

☐ Higher      ☐ Lower

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased ICI forklift trucks since 1999 and approximate the percentage of your ICI forklift truck purchases each accounted for in 2004.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		